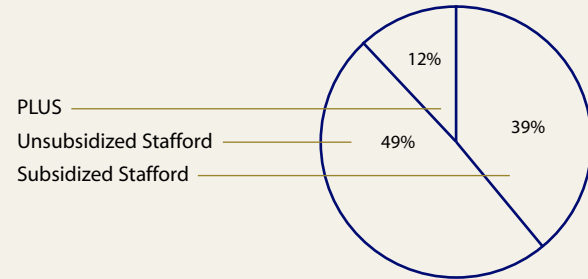


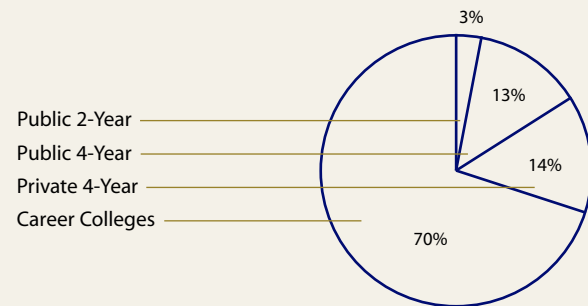
USA Funds' Maryland Loan Volume

By Loan Type



USA Funds' Maryland Loan Volume

By Institution Type



USA Funds® is the nation's leading education-loan guarantor. A nonprofit corporation, USA Funds works to enhance postsecondary-education preparedness, access and success by providing and supporting financial and other valued services.



www.usafunds.org

USA Funds® has served Maryland as its designated guarantor of federal student loans since 1995. In its efforts to enhance higher-education preparedness, access and success, USA Funds partners with schools, lenders, students, parents and community organizations.

During the fiscal year ending Sept. 30, 2007, USA Funds guaranteed more than \$622 million in new education loans to more than 47,000 Maryland borrowers — including Federal Stafford loans for more than 42,000 students and Federal PLUS loans for nearly 5,000 parents and students. USA Funds served 48 postsecondary institutions in Maryland.

USA Funds works with Maryland schools and lenders to help reduce student-loan-default rates. The most-recent default measure, the 2005 cohort-default rate, was 3.87 percent for Maryland borrowers with USA Funds-guaranteed loans, compared with the default rate of 4.3 percent recorded among all Maryland student-loan borrowers. The cohort-default rate measures the percentage of students who entered repayment on their education loans during a given federal fiscal year and defaulted on their loans prior to the end of the following fiscal year.

Debt-management initiatives

To partner with postsecondary institutions in their debt-management efforts, USA Funds in 2007 provided a broad spectrum of services in Maryland, including the following:

- ◇ USA Funds' debt-management consultants assisted 36 Maryland schools in their work to curb student-loan defaults.
- ◇ To equip postsecondary institutions to teach their students to manage their time and money wisely while they are on campus and after graduation, USA Funds offers the USA Funds Life Skills® financial-literacy course. Nine schools in Maryland have implemented USA Funds Life Skills and ordered the program's materials in 2007.



◇ Ten schools in Maryland use USA Funds Debt Manager®, a Web-based tool that helps schools stay in contact with student-loan borrowers during school and after graduation. USA Funds Debt Manager assists with e-mail, call or letter campaigns to borrowers experiencing repayment difficulties.

◇ USA Funds Loan Counselor® is a suite of custom counseling products that helps schools fulfill all federal requirements for loan counseling and simplifies Stafford-loan entrance and exit counseling with one online program.

◇ To give schools greater flexibility as they help students track their education loans, USA Funds supports the Borrower Debt Management Information Service. Schools often use the service during student-loan exit counseling with borrowers.

◇ USA Funds conducted a debt-management workshop in Maryland to help schools learn more about USA Funds Life Skills, and about student retention and its role in default prevention. Eight higher-education professionals took part in the Annapolis workshop.

USA Funds also supports a variety of other programs for Maryland schools, lenders, students and families, and their communities. The following are some highlights from 2007:

Maryland advisory council

To ensure that its services meet the needs of postsecondary education in Maryland, USA Funds receives guidance from a Maryland financial-aid advisory council. The council includes financial-aid administrators for Maryland colleges and universities, representatives of lending institutions and officials of the Maryland Office of Student Financial Assistance.

Staff-training opportunities

USA Funds helps colleges and lenders comply with program regulations and keeps them informed of policy developments and improved services through a wide array of training opportunities, including free workshops in Maryland. During fiscal 2007 USA Funds conducted four financial-aid workshops, in Baltimore and College Park, for 113 participants. Financial-aid administrators from 10 postsecondary-school campuses and a lender from Maryland took advantage of USA Funds University online courses during 2007, with 185 learner sessions recorded.

Scholarship funding

The USA Funds Access to Education Scholarships® program awarded 314 new and renewal scholarships totaling \$462,000 to deserving college-bound students in Maryland for the 2007-2008 academic year. These scholarships assist students in financial need — particularly those who are either members of ethnic-minority groups or are physically disabled — as they finance their higher education.

Under the USA Funds Scholars program, USA Funds awarded \$4,500 in scholarships to three graduating seniors from three Maryland high schools. USA Funds Scholars are outstanding students in USA Funds’ designated states and in communities in which USA Funds has offices.

Early awareness programs

In late 2007 USA Funds introduced USA Funds Consejos, a program designed to encourage Latino middle-school students and their families to prepare for and pursue higher education. USA Funds Consejos provides Latino students and their families more-complete information about the value of postsecondary education, the education options available to them, and the availability of financial aid.

Three Maryland schools and organizations took advantage of USA Funds Unlock the Future®, which introduces students and their families to the benefits of and options for education after high school.

Maryland schools and community- and faith-based organizations may order these early awareness-program materials at no cost.

College-planning Web sites

Online college-planning resources supported by USA Funds — including those on USA Funds’ Web site, www.usafunds.org — received approximately 50,000 visits in 2007. Through these resources USA Funds offers college-planning information specific to Maryland.

College Goal Sunday

USA Funds supports College Goal Sunday. The event provides high-school seniors and their parents free help in completing the application necessary to qualify for federal aid for college. During 2007, 1,200 students and parents in Maryland, Delaware and Washington, D.C., received assistance at 20 College Goal Sunday sites.

USA Funds also sponsored for the sixth-consecutive year the “USA Funds Countdown to College™” supplement. Approximately 264,000 readers received copies of the publication through the *Baltimore Sun* and Maryland high schools. “USA Funds Countdown to College” promotes College Goal Sunday and provides higher-education-admissions and financial-aid information.

Higher-education report and symposium

A 2007 report and event sponsored by USA Funds addressed challenges that face Maryland’s higher-education system. The state’s legislative Commission to Develop the Maryland Model for Funding Higher Education is overseeing an initiative that included a symposium about Maryland higher-education access and affordability. More than 150 postsecondary-education and government representatives attended the event. A related report, *Meeting Maryland’s Postsecondary Challenges: A Framework to Guide Maryland’s Public Investments in Postsecondary Education in the Coming Decade*, focuses on shaping education plans for the state.

College-planning materials

Grants from USA Funds are supporting materials for students and families from the Maryland Higher Education Commission. USA Funds supports a 16-month calendar, “Step Up for College,” which contains monthly college-planning checklists. The commission distributes the publication to 75,000 high-school juniors throughout its 24 jurisdictions each year. USA Funds also is supporting the Spanish translation of key MHEC materials that encourage wise planning for college for students in grades six-12 and their families.

College-aid calculator

USA Funds supported maintenance of a Web-based calculator that permits visitors to the MHEC site — www.MDgoforit.org — to determine their Expected Family Contribution and eligibility for need-based financial aid.

25 Largest Maryland Schools

By Loan Volume

Served by USA Funds

Walden University
University of Maryland College Park
University of Maryland Baltimore County
Loyola College in Maryland
Lincoln Technical Institute-Columbia
University of Maryland Baltimore
Strayer University
Mount St. Mary’s University
Goucher College
ITT Technical Institute
Sojourner-Douglass College
Washington College
Morgan State University
Columbia Union College
Montgomery College
Johns Hopkins University
Baltimore International College
McDaniel College
North American Trade Schools
Hagerstown Community College
Capitol College
College of Notre Dame of Maryland
Prince Georges Community College
Anne Arundel Community College
Tai Sophia Institute

10 Largest Lenders

By Loan Volume

Served by USA Funds in Maryland

Walden University
AMS Education Loan Trust
Sallie Mae Education Trust
Bank of America
National Education/IDAPP
Nellie Mae
College Board Education Loan Program/College Credit
Loyola College in Maryland
Citibank Student Loans
Citizens Bank